

## Message Text

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PAGE 01 BAGHDA 00807 281430Z

43

ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 COME-00 TRSE-00 OPIC-03 SP-02

FEAE-00 EUR-12 /035 W

----- 097640

R 280930Z JUL 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 2233

INFO AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

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E.O.11652: N/A

TAGS: ENRG, IZ

SUBJECT: US-CANADIAN FIRM WINS CONSULTANCY CONTRACT WITH  
IRAQI OIL MINISTRY

1. SUMMARY: U.S. CANADIAN FIRM HAS WON SENSITIVE CONSULTANCY  
TO DO GEOLOGICAL ASSESSMENT OF OIL FIELD NEAR RUMAILA. ACTION  
REQUESTED: DEPARTMENT GIVE FIRM POLITICAL BACKGROUNDER ON IRAQ.  
END SUMMARY.

2. BEGIN UNCLASSIFIED. USINT WAS VISITED JULY 26 BY AMCITZ  
ENGINEER WALTER DOWDLE, AND CANADIANCITZ GEOLOGIST RODNEY  
HANDFIELD OF RESOURCE DEVELOPMENT AND ENGINEERING, INC.  
2000 WEST LOOP SOUTH, HOUSTON (PHONE 713-621-6393) DESCRIBED  
FIRM AS AMERICAN-

CANADIAN CORPORATION WITH OFFICES ALSO IN  
CALGARY. FIRM HADRECENTLY WON CONSULTANCY CONTRACT WITH GOI  
OIL MINISTRY TODO INTENSIVE ANALYSIS OF GEOLOGICAL DATA GATHERED  
BY SOVIETSIN AREA NEAR RUMAILA IN SOUTHERN IRAQ. DESCRIBED  
CONTRACTAS SMALL BUT LIKELY TO LEAD TO BIGGER THINGS. ANTICIPATED  
SOMES WEEKS MORE OF WORK, WITH MOST BEING DONE IN HOUSTON  
AND CALGARY. END UNCLASSIFIED:

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PAGE 02 BAGHDA 00807 281430Z

3. BEGIN LIMITED OFFICAL USE. PAIR WAS VERY RPT VERY BADLY

INFORMED OF SENSITIVITY OF THEIR CONTRACT NOR OF FACT THAT THEY WERE MOVING INTO FIELD HITHERTO DOMINATED BY USSR AND ONE THEREFORE IN WHICH THEIR SUCCESS WAS NOT IN INTEREST OF VARIOUS ANTI WESTERN GROUPS IN IRAQ. SAID THEY WERE BEING CLOSELY QUESTIONED IN BARS AND ELSEWHERE BY BUSINESSMEN AND LOCALS ABOUT NATURE OF THEIR CONTRACT USINT CAUTIONED THEM ABOUT SENSITIVITIES INVOLVED AND URGED THEM TO BE DISCREET.

4. COMMENT: PAIR HAD NO IDEA HOW FIRM HAD WON CONTRACT AND SAID NOBODY IN THEIR HEADOFFICE HAD ANY IDEA IRAQ WAS A POLICE STATE OR THAT DOING BUSINESS HERE WOULD BE "ANY DIFFERENT FROM OKLAHOMA". TO USINT'S KNOWLEDGE THIS IS FIRST US CONSULTANCY IN OIL MINISTRY. IF IT IS DISCHARGED TO CLIENT'S SATISFACTION, SHOULD THEREFORE, LEAD TO MORE BUSINESS FOR MORE US FIRMS. RECENT FAILURE OF FRED RIZK ASSOCIATES (BAGHDAD 738) COULD BE REPEATED BY THIS FIRM IN SPADES IF CARE NOT EXERCISED. REQUEST THEREFORE DEPARTEMNT TELEPHONE HOUSTON OFFICE AND GIVE ORAL BRIEFING FOLLOWED UP BY STATE AND USDOC LITERATURE. USINT WOULD ALSO LIKE TO KNOW GENESIS OF CONTRACT.  
KILLOUGH

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** GEOLOGIC SURVEYS, BUSINESS FIRMS, OIL FIELDS, CONTRACTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 JUL 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BAGHDA00807  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750259-0891  
**From:** BAGHDAD  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750714/aaaaamiz.tel  
**Line Count:** 81  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 MAY 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 MAY 2003 by Izenbel0>; APPROVED <07 MAY 2003 by GolinoFR>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** US-CANADIAN FIRM WINS CONSULTANCY CONTRACT WITH IRAQI OIL MINISTRY  
**TAGS:** ENRG, IZ, US, CA  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006